

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of September 30, 2004 ¹

COMPARISON OF 3rd QUARTER MEMBERSHIP TO LAST THREE QUARTERS

	4th Quarter 2003 ² Members at End of Quarter	1st Quarter 2004 Members at End of Quarter	2nd Quarter 2004 Members at End of Quarter	3rd Quarter 2004 Members at End of Quarter	Member Change 2nd Qtr. 04 to 3rd Qtr. 04	Percent Change 2nd Qtr. 04 to 3rd Qtr. 04	3rd Quarter 2004 Share of Massachusetts HMO Market
Aetna Health Inc.	12,270	11,350	10,796	9,966	(830)	-7.31%	0.5%
CIGNA HealthCare of Massachusetts, Inc. ³	32,526	23,391	17,034	13,836	(3,198)	-13.67%	0.7%
ConnectiCare of Massachusetts, Inc.	8,619	9,202	9,480	9,058	(422)	-4.59%	0.5%
Fallon Community Health Plan, Inc.	178,138	170,961	169,234	168,494	(740)	-0.43%	8.4%
Great-West Healthcare of Massachusetts, Inc. ⁴	283	124	0	0	0	0.00%	0.0%
Harvard Pilgrim Health Care, Inc.	530,785	518,758	513,717	468,757	(44,960)	-8.67%	23.3%
Health New England, Inc.	63,054	63,606	64,039	63,716	(323)	-0.51%	3.2%
HMO Blue ⁵	679,717	710,764	726,259	742,326	16,067	2.26%	36.9%
Neighborhood Health Plan, Inc.	116,436	113,048	116,216	119,825	3,609	3.19%	6.0%
Tufts Associated HMO, Inc. ⁶	509,291	476,982	471,089	414,441	(56,648)	-11.88%	20.6%
UnitedHealthcare of New England, Inc.	2,027	1,857	1,810	1,926	116	6.25%	0.1%
Totals	2,133,146	2,100,043	2,099,674	2,012,345	(87,329)	-4.16%	100.0%

¹ Information reported by HMOs as of the end of the third quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. **Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.**

² Membership reflected has been amended to only include members enrolled in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included.

³ The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

⁴ One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

⁵ A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

⁶ Doing business as Tufts Associated Health Plan and as Tufts Health Plan.